



GRUPO **GPS**

*Earnings Release*  
3Q22

November 2022

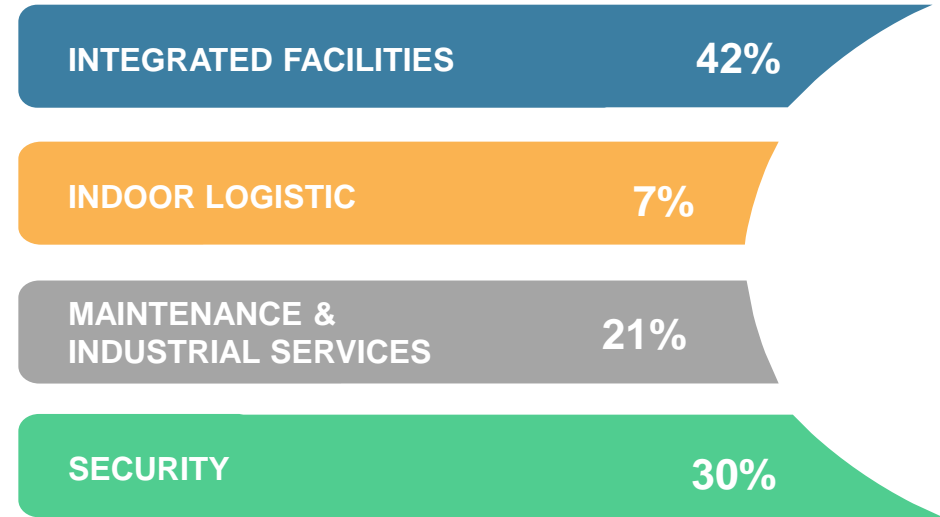
**Operational coverage\***



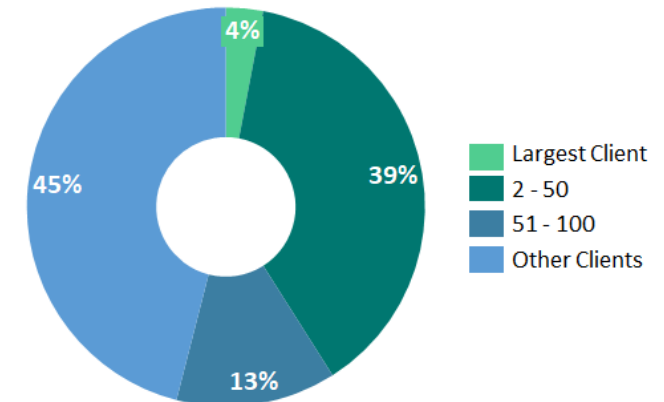
# of Customers\*  
(Sep/22)  
**3,635**

Net Promoter Score\*  
(Jun/22 Survey)  
**74%**

**% of Net Revenue by line of solution (9M22)**



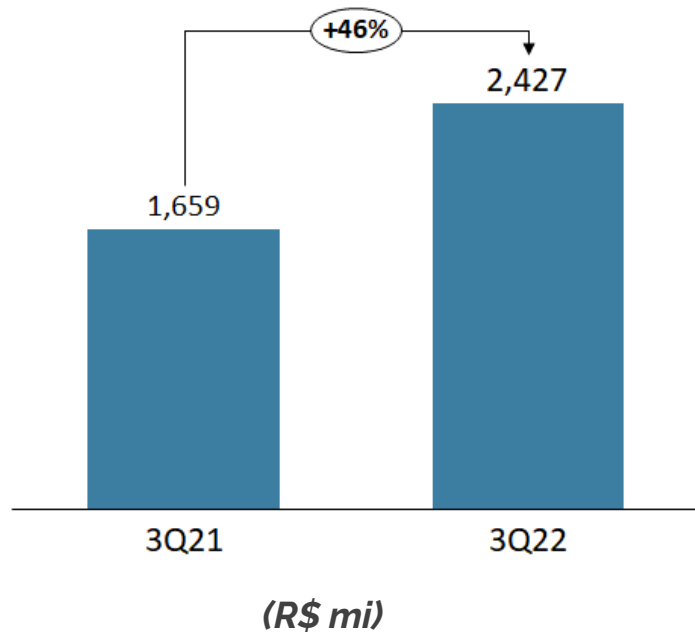
**Net Revenue by # of Clients (9M22)**



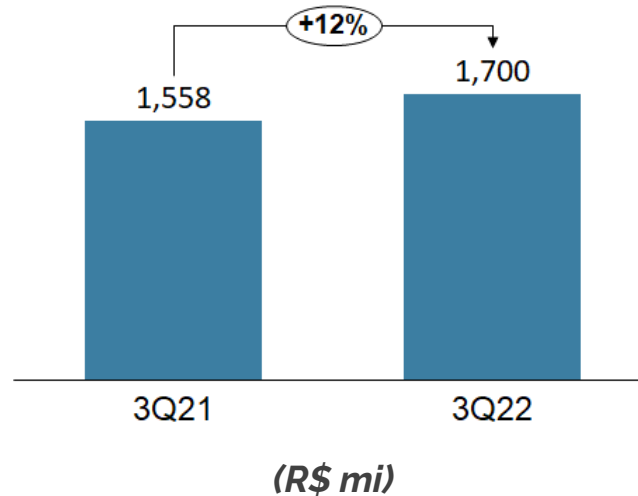
\*The numbers of employees, NPS, Customers and contract managers do not consider the companies, Motus, e-Vertical e Global Serviços.

- **46% increase in the total net revenue** compared to 3Q21;
- **12% increase in the organic net revenue** compared to 3Q21;
- **Inorganic net revenue** - 6 companies in 2021, and 7 companies in 2022.

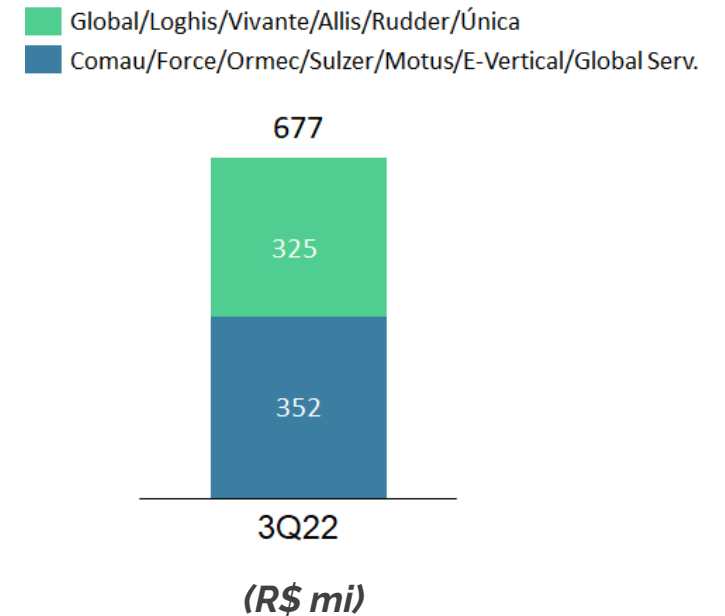
**Total Net Revenue**



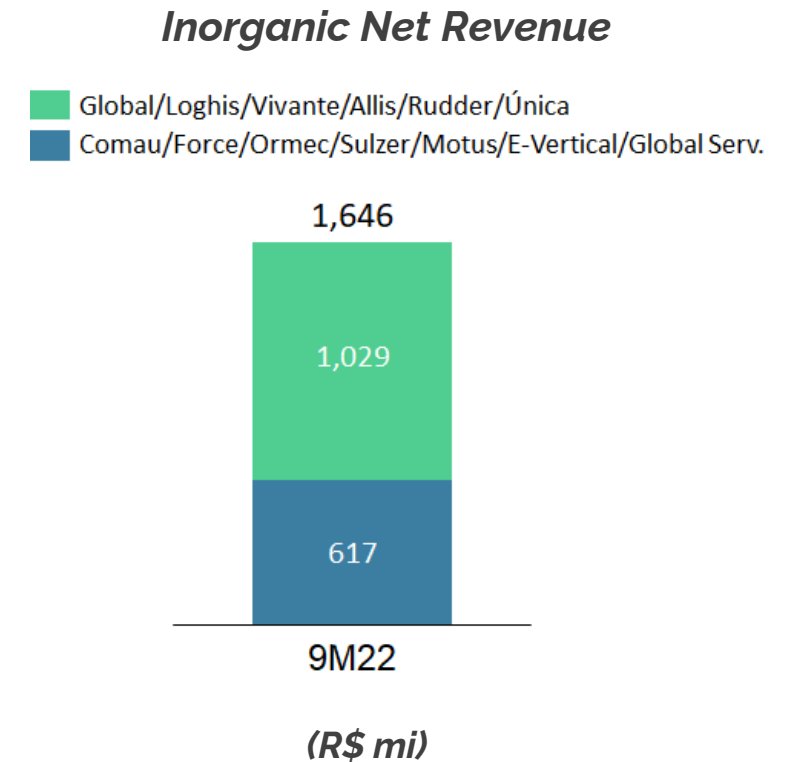
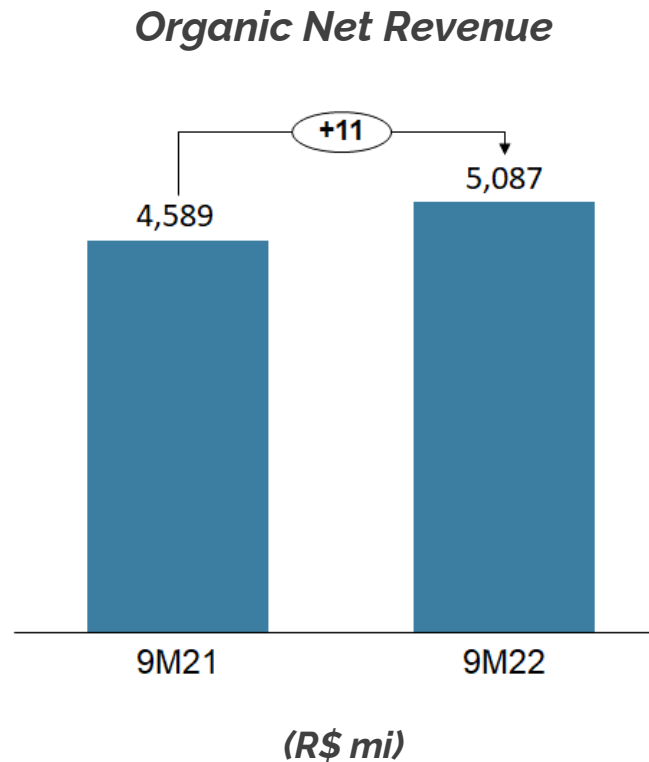
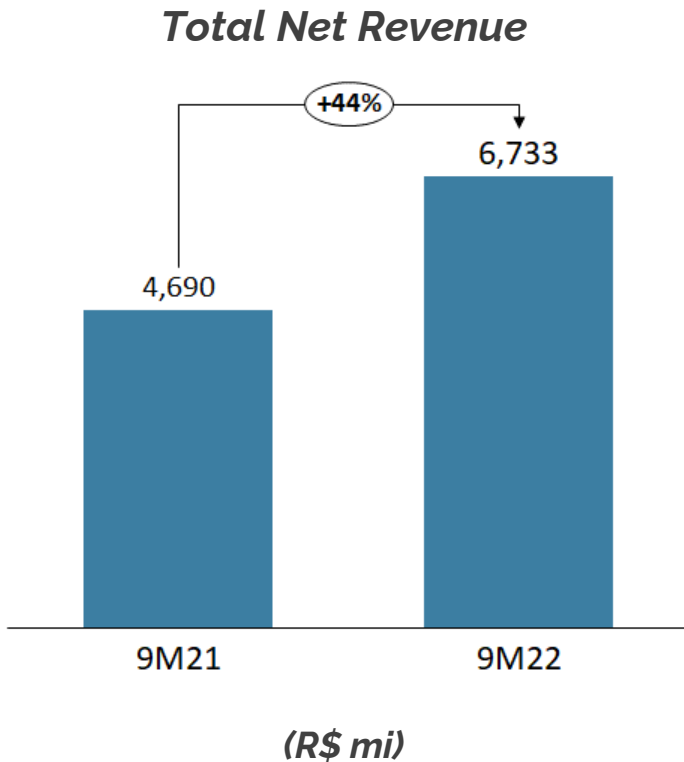
**Organic Net Revenue**



**Inorganic Net Revenue**



- **44% increase in the net revenue** compared to 9M21;
- **11% increase in the organic net revenue** compared to 9M21;
- **Inorganic net revenue** - 6 companies in 2021, and 7 companies in 2022.





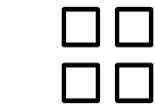
**8 acquisitions** announced in 2022;

**119 days** average for systems integration;

**R\$1.5 billion** in gross revenue acquired in the **2022** M&A program.

November 2022 | Earnings Release

\*Effective control from 01/01/22



Acquisitions by solution

5



Facilities and security

2



Temporary labor and field mkt.

5



Maintenance and Industrial services

2



Logistics



Acquisitions by Size (Revenue R\$ mi)

1

< 100

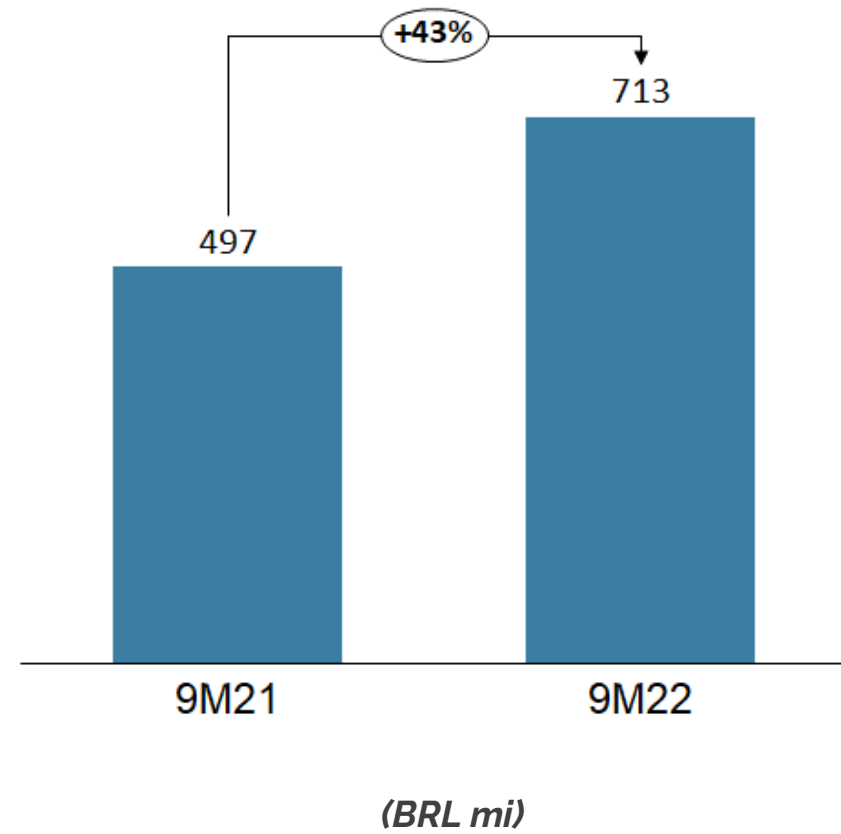
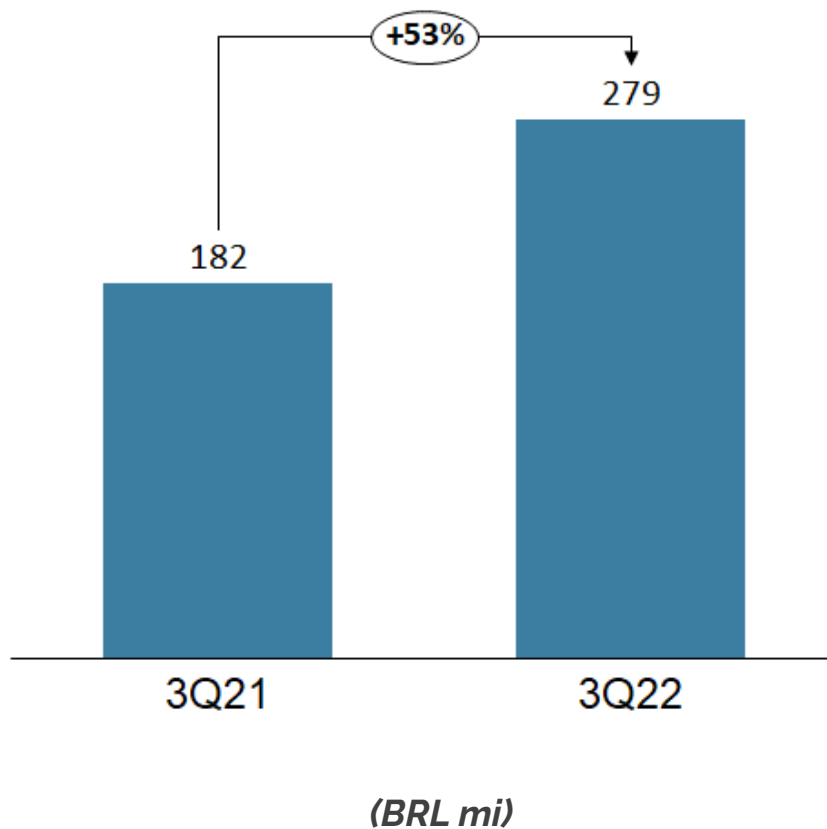
10

> 100; < 300

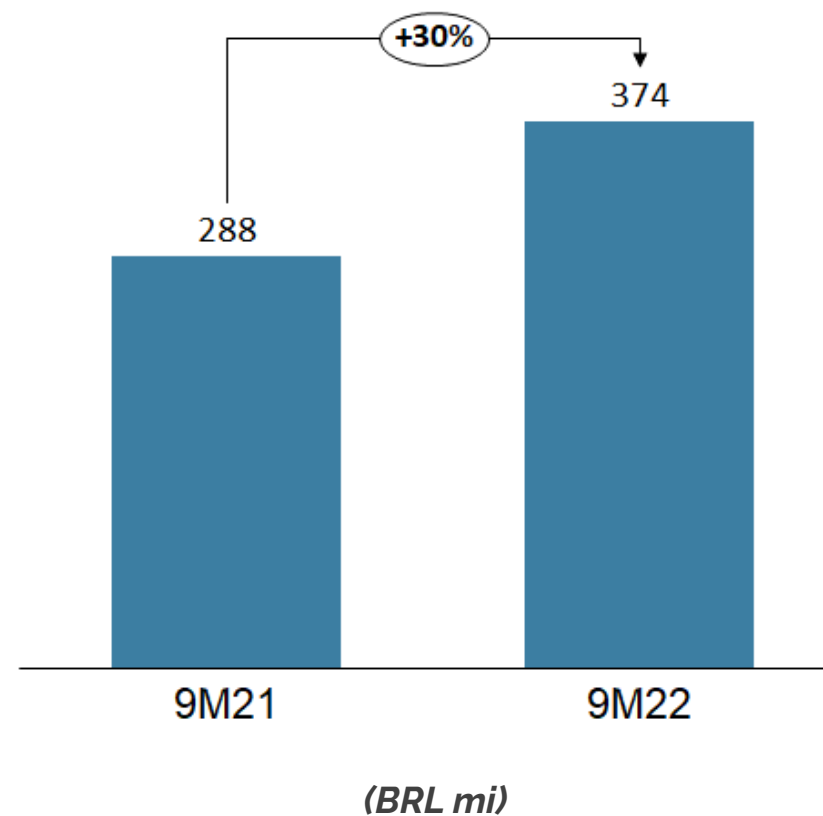
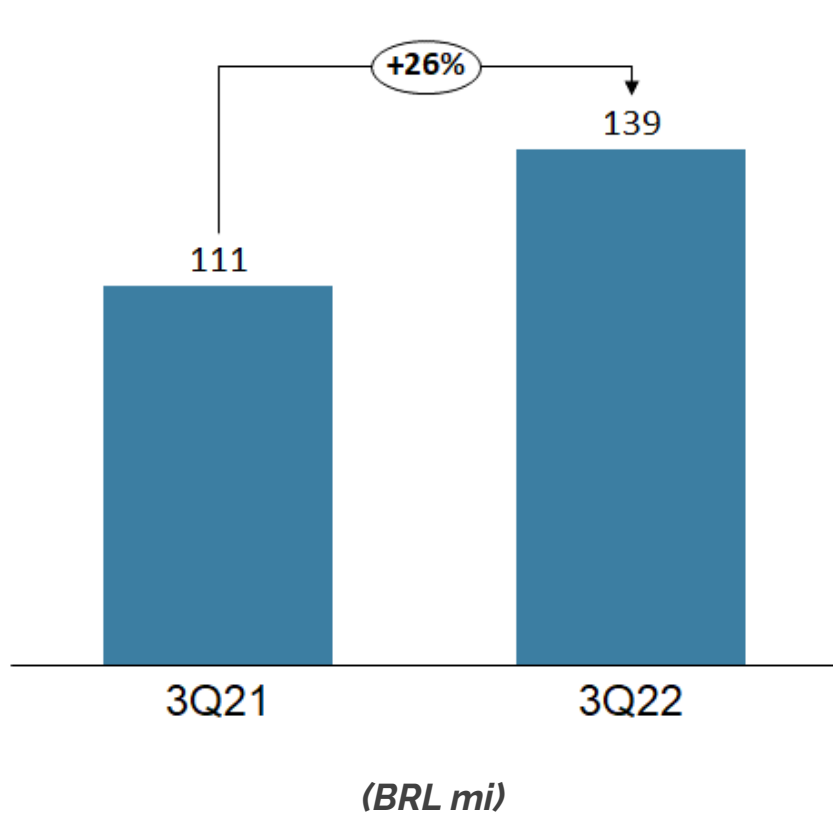
3

> 300; < 500

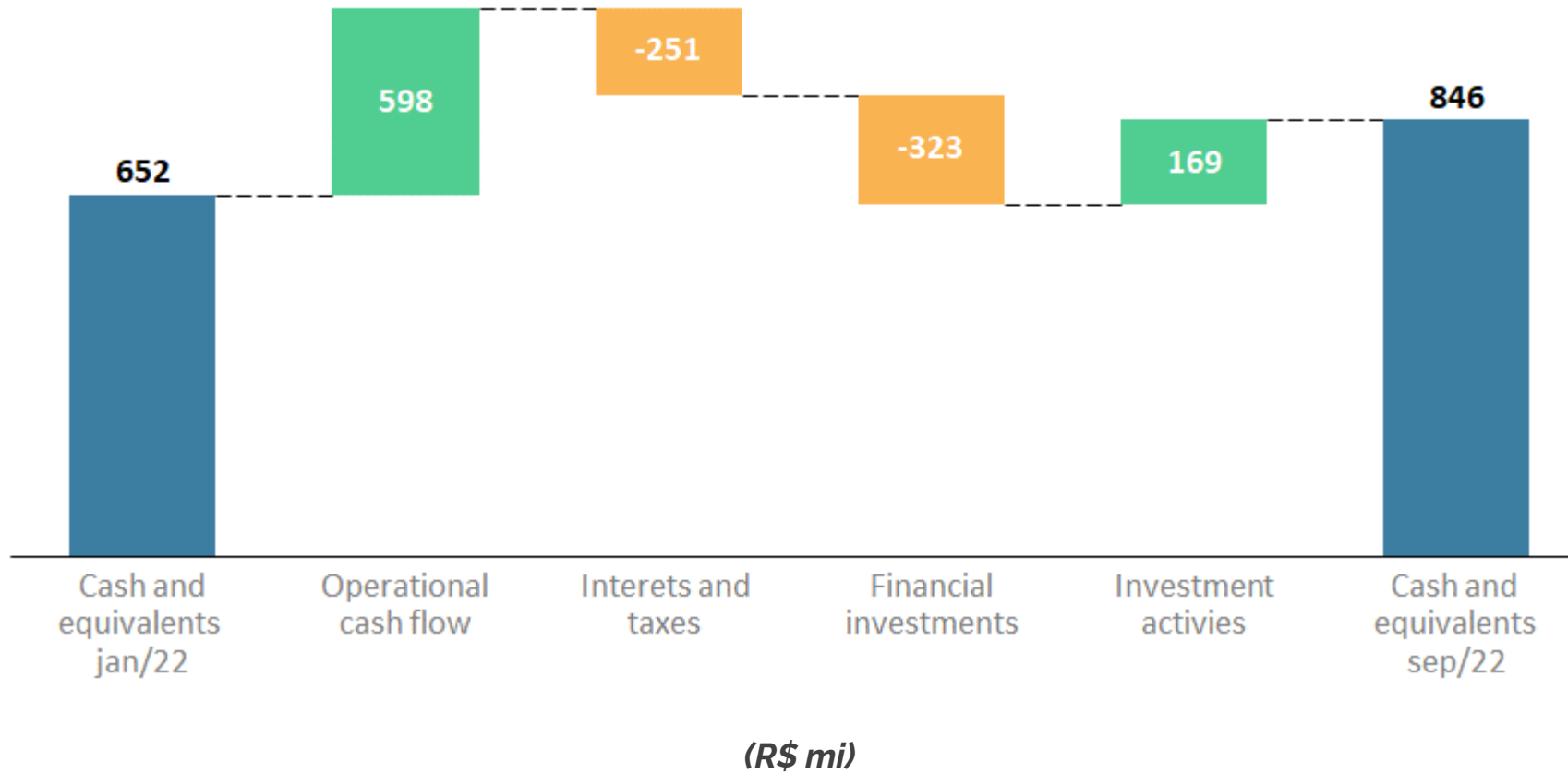
- **53% growth of adjusted EBITDA** compared to 3Q21, and **margin of 11.5%**, 0.5p.p. higher than 3Q21;
- **43% growth of adjusted EBITDA** compared to 9M21, and **margin of 10.6%**, in line with 9M21.



- **26% growth of adjusted net income** compared to 3Q21, and **net margin of 5.7%**, 1.0p.p. below 3Q21;
- **30% growth of net Income** compared to 9M21, and **net margin of 5.6%**, 0.5p.p. below 9M21.



- **Cash generation** from operating activities representing **84% of adjusted EBITDA**.



- **Net debt/adjusted EBITDA of 1.0x** at the end of 3Q22, stable compared to 2Q22;
- **43 months duration** of the loan portfolio.

Leverage R\$ mi	3Q22 (a)	2Q22 (b)	1Q22 (c)	4Q21 (d)	3Q21 (e)
<b>Cash</b>	<b>1,300</b>	<b>1,420</b>	<b>1,580</b>	<b>1,669</b>	<b>1,385</b>
Cash and cash equivalents	846	787	694	652	580
Financial investments	453	633	886	1.017	805
<b>Gross Debt</b>	<b>2,204</b>	<b>2,195</b>	<b>2,234</b>	<b>2,304</b>	<b>1,570</b>
Loans	668	702	718	813	846
Debentures	1,202	1,224	1,244	1,252	506
Acquisition of subsidiaries	267	208	213	177	180
Tax payable through installments	67	61	59	63	39
<b>Net debt</b>	<b>(904)</b>	<b>(775)</b>	<b>(654)</b>	<b>(635)</b>	<b>(185)</b>
Adjusted EBITDA LTM	911	814	742	695	681
<b>Net debt / adjusted EBITDA LTM</b>	<b>1,0</b>	<b>1,0</b>	<b>0,9</b>	<b>0,9</b>	<b>0,3</b>

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